

Monthly Indicators



January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings decreased 5.2 percent for Residential homes and 7.1 percent for Townhouse/Condo homes. Pending Sales decreased 3.5 percent for Residential homes and 5.8 percent for Townhouse/Condo homes. Inventory decreased 5.7 percent for Residential homes but increased 1.0 percent for Townhouse/Condo homes.

Median Sales Price increased 1.9 percent to \$275,000 for Residential homes and 3.4 percent to \$224,900 for Townhouse/Condo homes. Days on Market increased 11.9 percent for Residential homes and 14.9 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 9.5 percent for Residential homes but remained flat for Townhouse/Condo homes.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Quick Facts

- 5.0%

Change in
Closed Sales
All Properties

+ 1.9%

Change in
Median Sales Price
All Properties

- 4.1%

Change in
Homes for Sale
All Properties

This report provided by MARIS covers residential real estate activity in the St. Louis REALTORS® service area. Percent changes are calculated using rounded figures.

Residential Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14

Residential Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,273	1,207	- 5.2%	1,273	1,207	- 5.2%
Pending Sales		961	927	- 3.5%	961	927	- 3.5%
Closed Sales		920	853	- 7.3%	920	853	- 7.3%
Days on Market Until Sale		42	47	+ 11.9%	42	47	+ 11.9%
Median Sales Price		\$270,000	\$275,000	+ 1.9%	\$270,000	\$275,000	+ 1.9%
Average Sales Price		\$329,307	\$343,478	+ 4.3%	\$329,307	\$343,478	+ 4.3%
Percent of List Price Received		98.5%	97.9%	- 0.6%	98.5%	97.9%	- 0.6%
Housing Affordability Index		124	130	+ 4.8%	124	130	+ 4.8%
Inventory of Homes for Sale		2,769	2,612	- 5.7%	—	—	—
Months Supply of Inventory		2.1	1.9	- 9.5%	—	—	—

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.



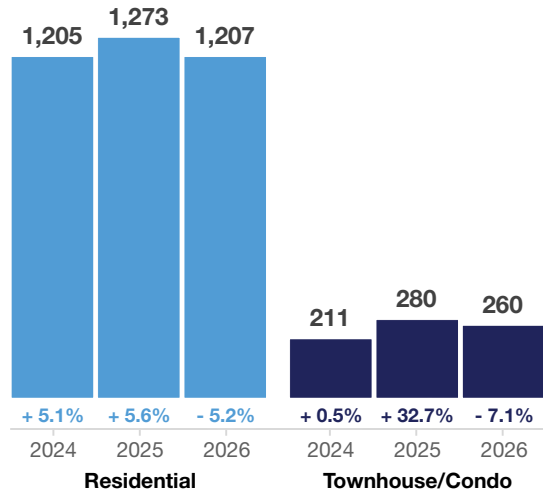
Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		280	260	- 7.1%	280	260	- 7.1%
Pending Sales		173	163	- 5.8%	173	163	- 5.8%
Closed Sales		124	135	+ 8.9%	124	135	+ 8.9%
Days on Market Until Sale		47	54	+ 14.9%	47	54	+ 14.9%
Median Sales Price		\$217,500	\$224,900	+ 3.4%	\$217,500	\$224,900	+ 3.4%
Average Sales Price		\$267,302	\$288,137	+ 7.8%	\$267,302	\$288,137	+ 7.8%
Percent of List Price Received		97.2%	97.3%	+ 0.1%	97.2%	97.3%	+ 0.1%
Housing Affordability Index		151	157	+ 4.0%	151	157	+ 4.0%
Inventory of Homes for Sale		594	600	+ 1.0%	—	—	—
Months Supply of Inventory		2.6	2.6	0.0%	—	—	—

New Listings

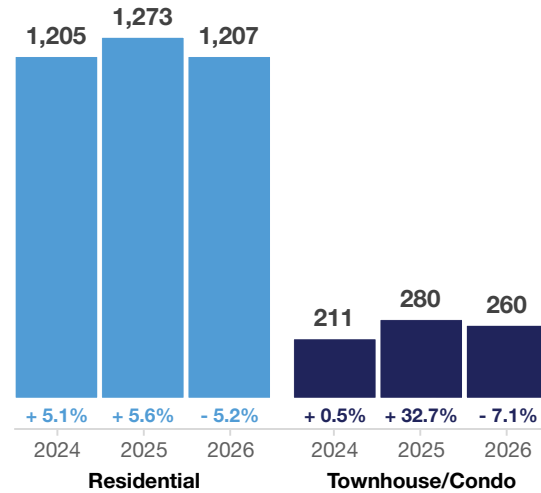
A count of the properties that have been newly listed on the market in a given month.



January

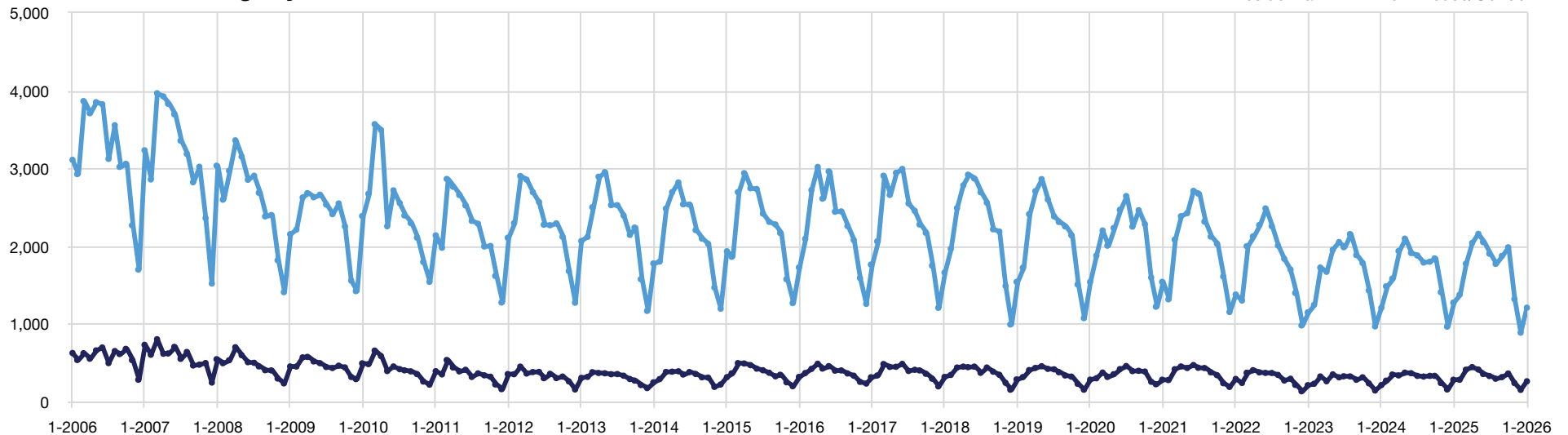


Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	1,374	- 7.3%	280	+ 4.5%
Mar-2025	1,773	+ 12.1%	409	+ 17.9%
Apr-2025	2,039	+ 5.3%	443	+ 31.8%
May-2025	2,157	+ 3.0%	411	+ 10.8%
Jun-2025	2,051	+ 7.3%	354	- 2.7%
Jul-2025	1,902	+ 1.2%	328	- 0.6%
Aug-2025	1,771	- 1.0%	293	- 8.7%
Sep-2025	1,873	+ 4.1%	314	- 4.8%
Oct-2025	1,984	+ 7.8%	360	+ 9.1%
Nov-2025	1,318	- 6.3%	238	0.0%
Dec-2025	886	- 8.0%	150	- 3.2%
Jan-2026	1,207	- 5.2%	260	- 7.1%
12-Month Avg	1,695	+ 1.9%	320	+ 4.6%

Historical New Listings by Month

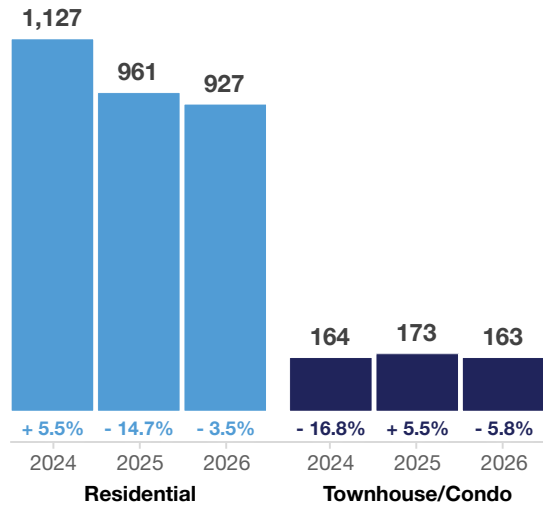


Pending Sales

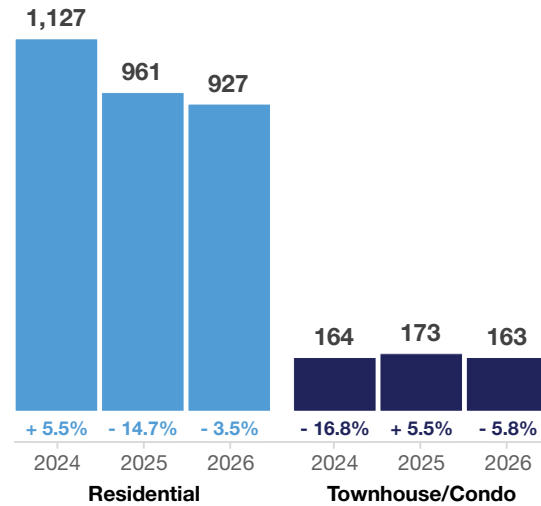
A count of the properties on which offers have been accepted in a given month.



January

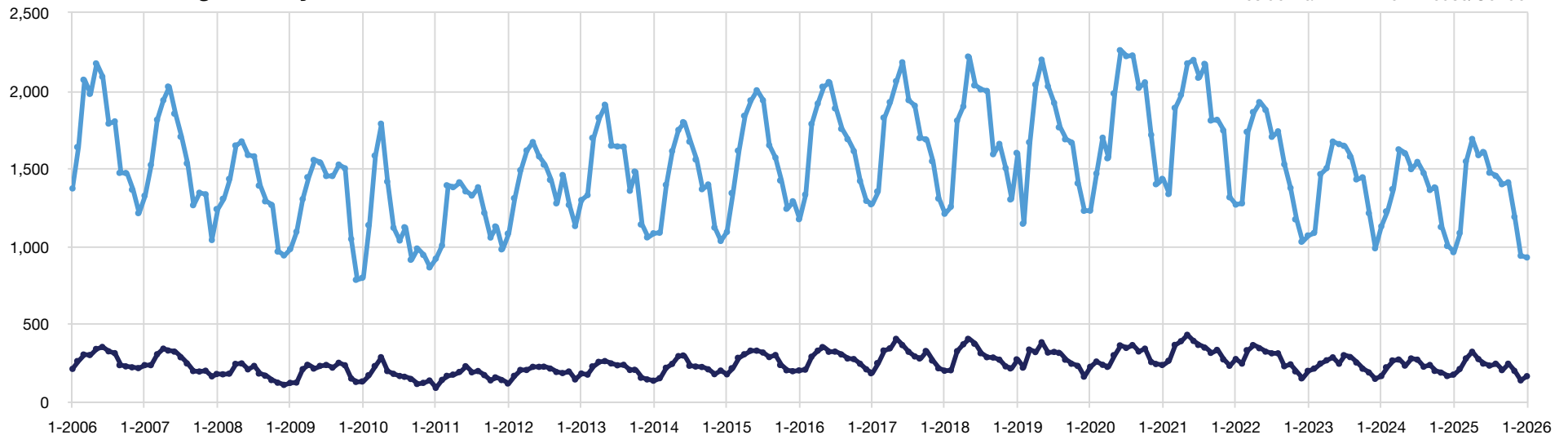


Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	1,084	- 11.4%	209	- 5.0%
Mar-2025	1,545	+ 13.1%	277	+ 4.9%
Apr-2025	1,689	+ 4.1%	320	+ 18.5%
May-2025	1,585	- 0.8%	273	+ 18.2%
Jun-2025	1,605	+ 7.4%	244	- 11.9%
Jul-2025	1,472	- 4.5%	231	- 14.1%
Aug-2025	1,452	- 1.2%	243	+ 8.5%
Sep-2025	1,398	+ 2.7%	202	- 14.0%
Oct-2025	1,410	+ 2.4%	243	+ 23.4%
Nov-2025	1,188	+ 5.8%	197	+ 5.9%
Dec-2025	938	- 6.3%	136	- 17.1%
Jan-2026	927	- 3.5%	163	- 5.8%
12-Month Avg	1,358	+ 1.0%	228	+ 0.9%

Historical Pending Sales by Month

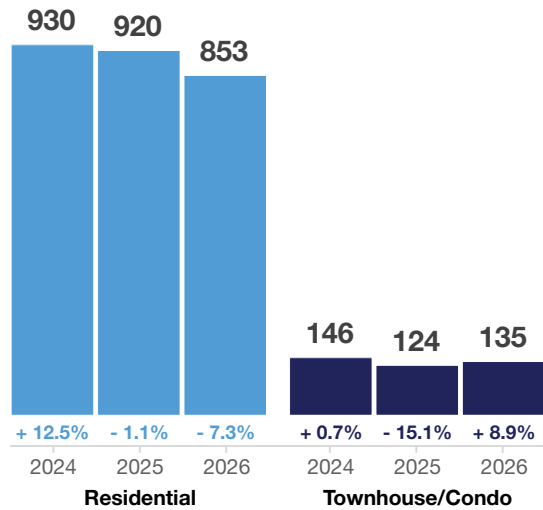


Closed Sales

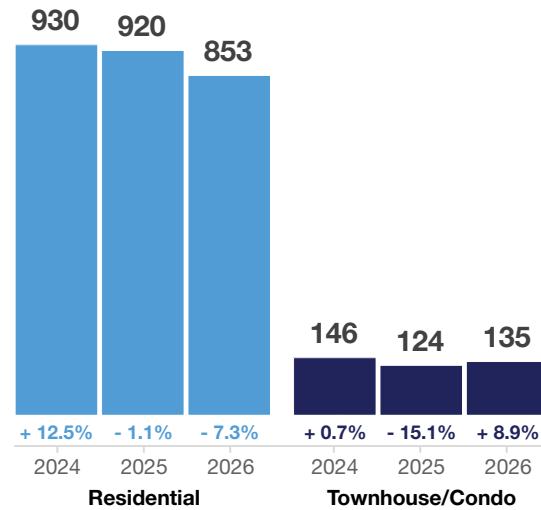
A count of the actual sales that closed in a given month.



January

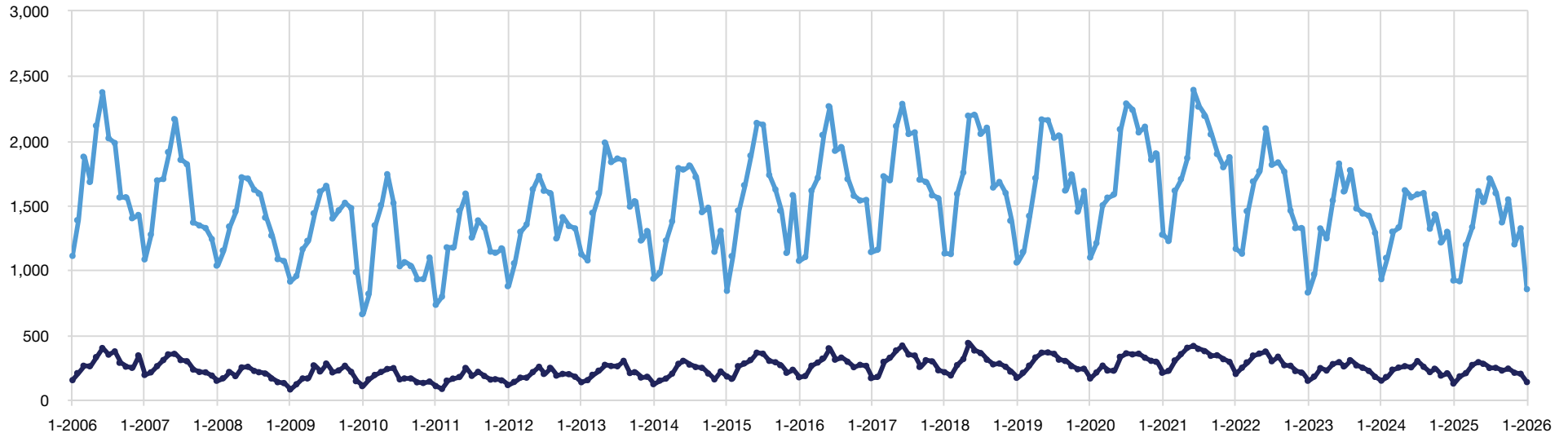


Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	914	-16.5%	179	+2.9%
Mar-2025	1,195	-7.9%	204	-11.7%
Apr-2025	1,332	+0.2%	267	+8.1%
May-2025	1,610	-0.4%	289	+12.0%
Jun-2025	1,526	-2.4%	276	+10.8%
Jul-2025	1,708	+7.7%	244	-17.8%
Aug-2025	1,595	0.0%	245	-3.2%
Sep-2025	1,369	+3.7%	224	+5.7%
Oct-2025	1,546	+8.0%	239	+0.4%
Nov-2025	1,199	-1.2%	207	+11.9%
Dec-2025	1,323	+2.1%	199	-2.0%
Jan-2026	853	-7.3%	135	+8.9%
12-Month Avg	1,348	-0.5%	226	+1.3%

Historical Closed Sales by Month

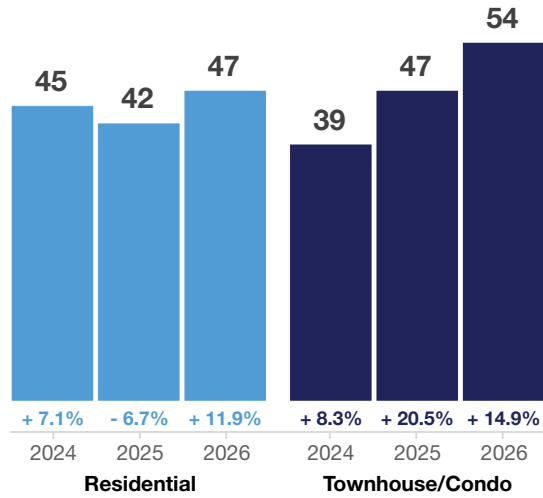


Days on Market Until Sale

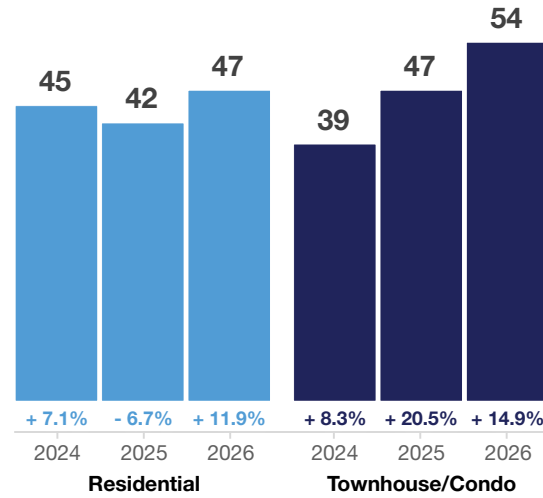
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	39	- 7.1%	55	+ 25.0%
Mar-2025	34	+ 3.0%	40	+ 25.0%
Apr-2025	28	0.0%	41	+ 70.8%
May-2025	27	+ 12.5%	34	+ 36.0%
Jun-2025	24	+ 9.1%	40	+ 25.0%
Jul-2025	23	- 4.2%	41	+ 36.7%
Aug-2025	32	+ 28.0%	42	+ 27.3%
Sep-2025	29	- 3.3%	43	+ 53.6%
Oct-2025	29	- 3.3%	45	+ 36.4%
Nov-2025	34	+ 17.2%	45	+ 18.4%
Dec-2025	37	0.0%	48	+ 6.7%
Jan-2026	47	+ 11.9%	54	+ 14.9%
12-Month Avg*	31	+ 4.9%	43	+ 30.4%

* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

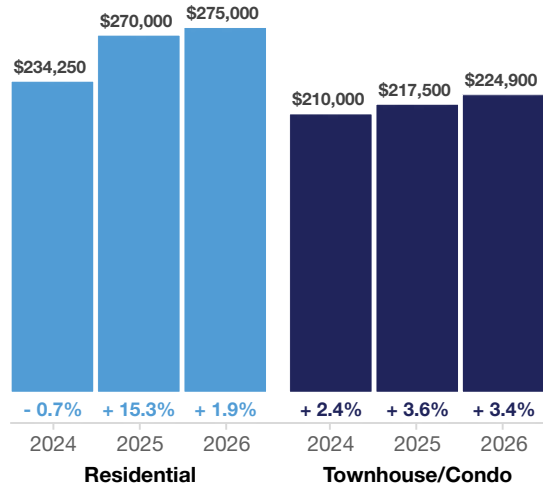


Median Sales Price

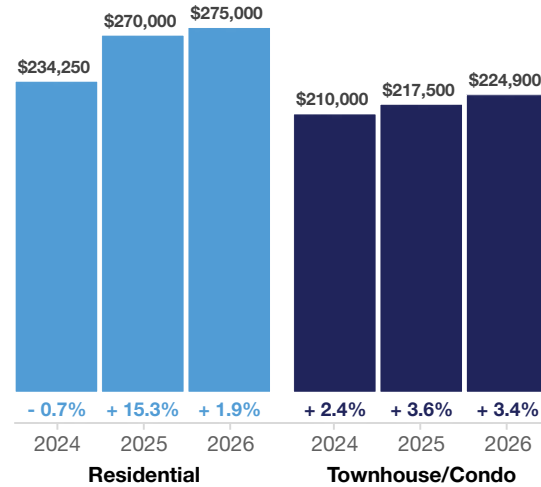
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



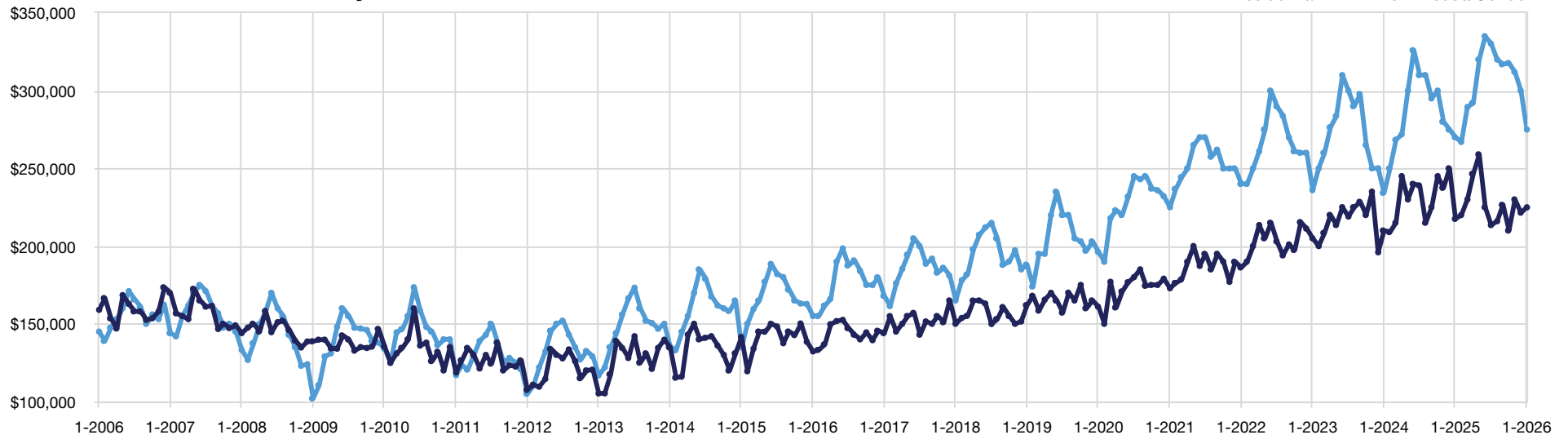
Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	\$266,963	+ 6.8%	\$220,000	+ 5.3%
Mar-2025	\$289,450	+ 7.9%	\$230,000	+ 7.0%
Apr-2025	\$292,000	+ 7.4%	\$246,500	+ 0.6%
May-2025	\$320,000	+ 6.7%	\$259,000	+ 12.6%
Jun-2025	\$335,000	+ 2.8%	\$225,000	- 6.3%
Jul-2025	\$330,200	+ 6.5%	\$213,500	- 10.7%
Aug-2025	\$320,000	+ 3.2%	\$216,000	+ 0.5%
Sep-2025	\$317,000	+ 7.5%	\$226,500	+ 0.7%
Oct-2025	\$317,750	+ 5.9%	\$210,000	- 14.3%
Nov-2025	\$312,000	+ 11.4%	\$230,000	- 3.2%
Dec-2025	\$300,000	+ 9.1%	\$221,500	- 11.4%
Jan-2026	\$275,000	+ 1.9%	\$224,900	+ 3.4%
12-Month Avg*	\$310,000	+ 6.9%	\$226,000	- 1.7%

* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month

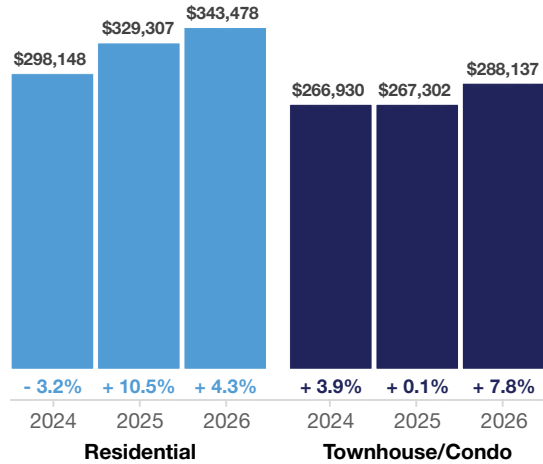


Average Sales Price

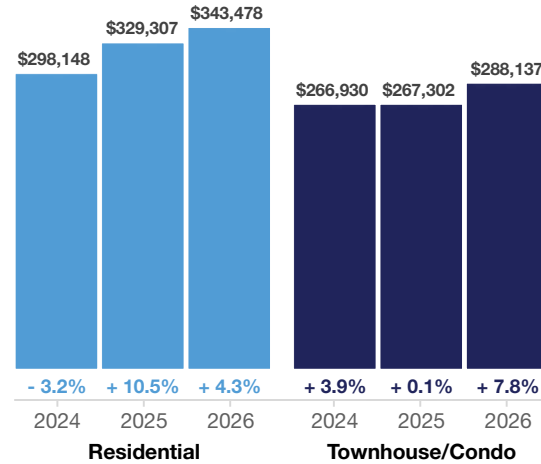
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



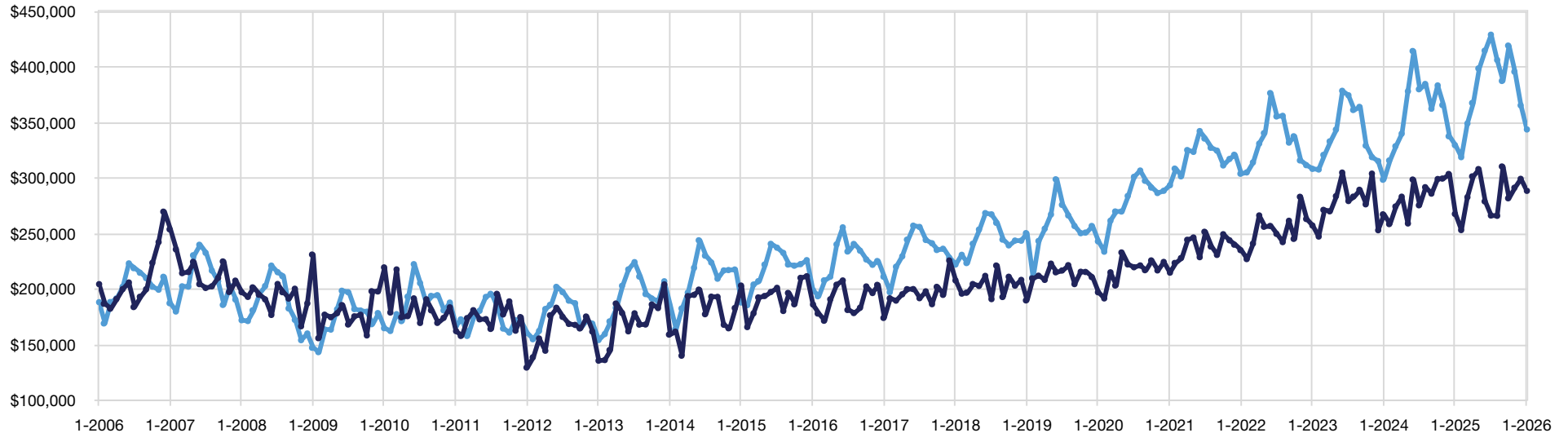
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	\$318,484	+ 1.0%	\$252,770	- 2.1%
Mar-2025	\$348,838	+ 6.2%	\$282,408	+ 3.1%
Apr-2025	\$367,342	+ 8.2%	\$301,129	+ 6.5%
May-2025	\$398,452	+ 5.4%	\$307,704	+ 18.9%
Jun-2025	\$414,471	+ 0.1%	\$278,631	- 6.6%
Jul-2025	\$428,851	+ 12.9%	\$265,896	- 3.3%
Aug-2025	\$406,063	+ 5.6%	\$265,619	- 8.8%
Sep-2025	\$387,182	+ 6.9%	\$310,061	+ 8.6%
Oct-2025	\$419,032	+ 9.4%	\$281,431	- 5.8%
Nov-2025	\$395,513	+ 8.2%	\$290,918	- 2.8%
Dec-2025	\$365,167	+ 8.3%	\$298,927	- 1.4%
Jan-2026	\$343,478	+ 4.3%	\$288,137	+ 7.8%
12-Month Avg*	\$388,371	+ 6.9%	\$285,950	+ 1.0%

* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month

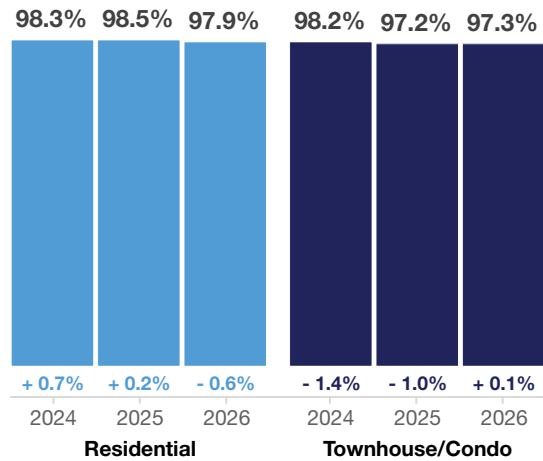


Percent of List Price Received

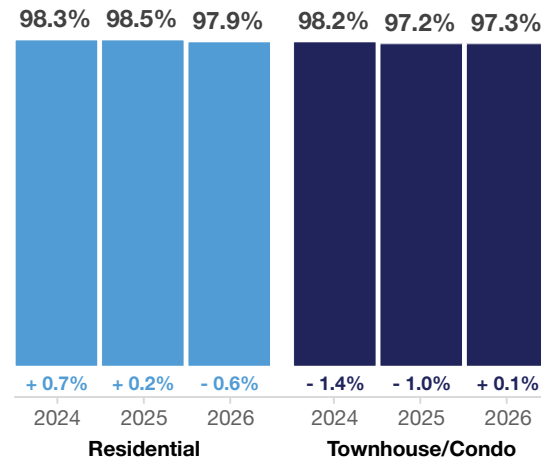


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January



Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	99.0%	0.0%	98.1%	- 0.8%
Mar-2025	99.7%	- 1.2%	98.5%	- 1.1%
Apr-2025	100.9%	- 0.7%	99.2%	- 1.2%
May-2025	101.2%	- 0.8%	98.6%	- 1.5%
Jun-2025	101.3%	- 1.0%	98.3%	- 1.2%
Jul-2025	101.0%	- 0.7%	98.5%	- 1.2%
Aug-2025	100.5%	- 0.6%	97.7%	- 1.6%
Sep-2025	100.2%	+ 0.2%	97.4%	- 1.6%
Oct-2025	100.0%	- 0.1%	97.4%	- 1.8%
Nov-2025	99.7%	+ 0.3%	98.7%	+ 0.2%
Dec-2025	98.9%	+ 0.1%	97.3%	- 0.8%
Jan-2026	97.9%	- 0.6%	97.3%	+ 0.1%
12-Month Avg*	100.2%	- 0.4%	98.1%	- 1.1%

* Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

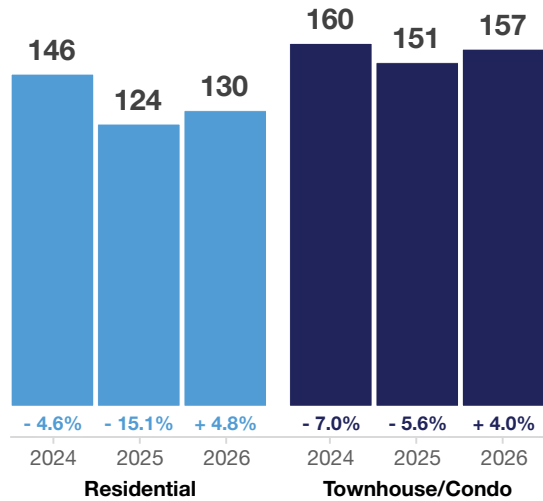


Housing Affordability Index

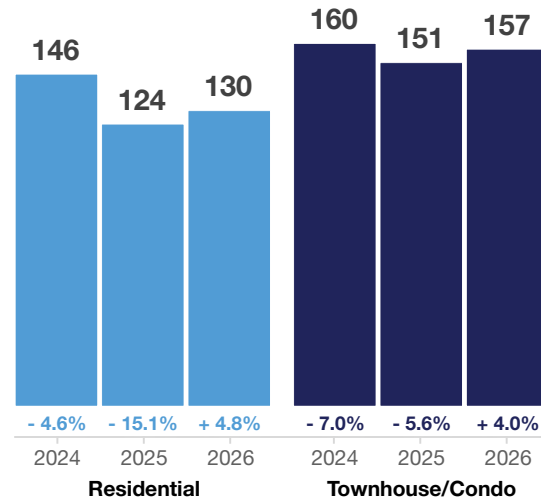


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

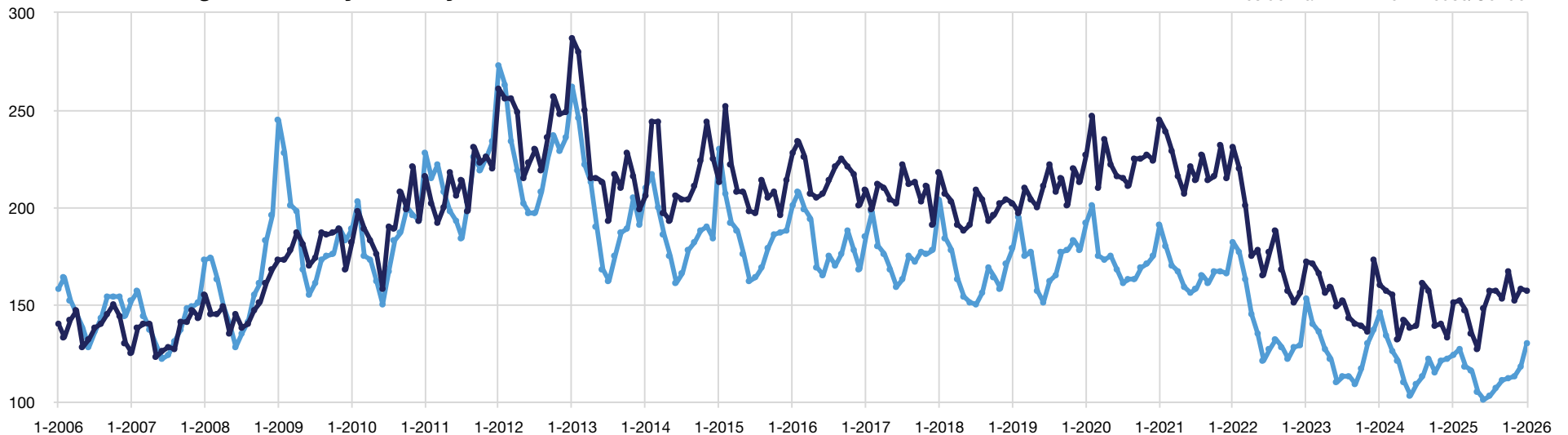


Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	127	- 5.2%	152	- 3.2%
Mar-2025	118	- 6.3%	147	- 5.2%
Apr-2025	116	- 4.1%	135	+ 2.3%
May-2025	105	- 4.5%	127	- 10.6%
Jun-2025	101	- 1.9%	148	+ 7.2%
Jul-2025	103	- 5.5%	157	+ 12.9%
Aug-2025	107	- 5.3%	157	- 2.5%
Sep-2025	111	- 9.0%	153	- 2.5%
Oct-2025	112	- 2.6%	167	+ 20.1%
Nov-2025	113	- 6.6%	152	+ 8.6%
Dec-2025	118	- 3.3%	158	+ 18.8%
Jan-2026	130	+ 4.8%	157	+ 4.0%
12-Month Avg	113	- 4.2%	151	+ 4.1%

Historical Housing Affordability Index by Month

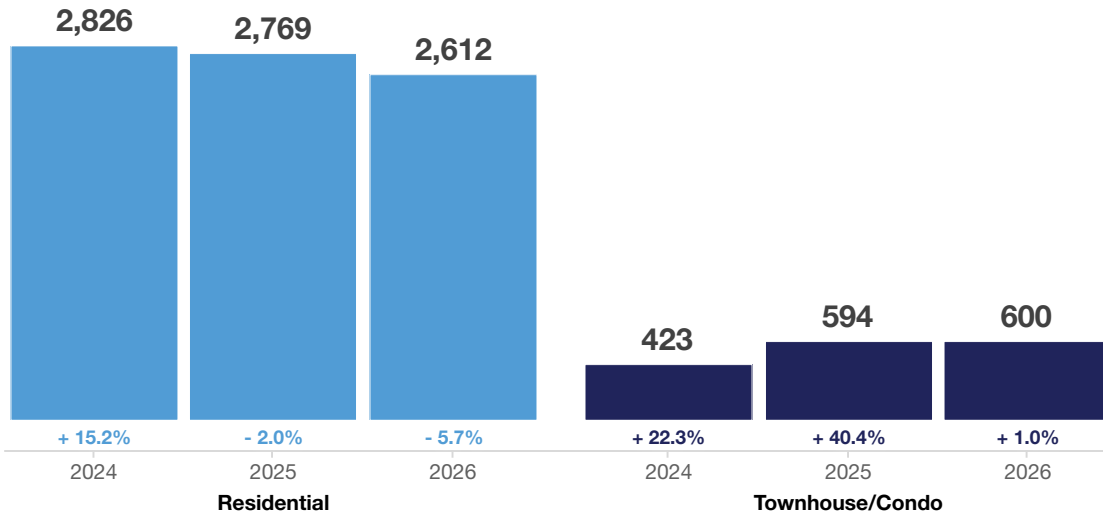


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

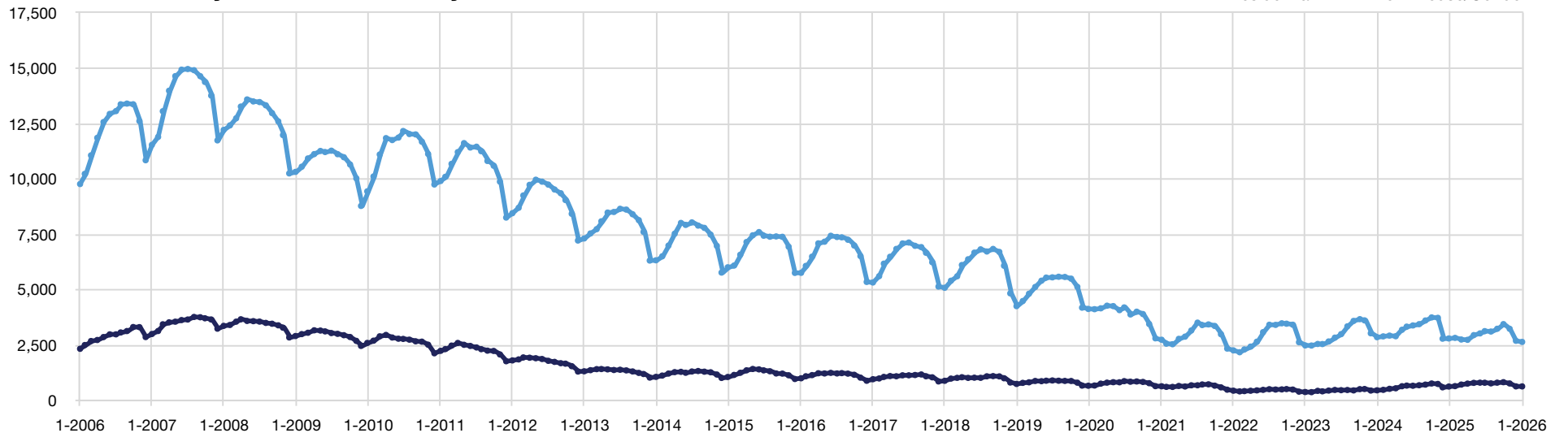


January



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	2,795	-2.4%	613	+38.1%
Mar-2025	2,720	-6.1%	683	+39.4%
Apr-2025	2,707	-5.6%	727	+41.2%
May-2025	2,920	-7.7%	760	+25.0%
Jun-2025	2,998	-9.3%	768	+20.8%
Jul-2025	3,100	-7.7%	765	+21.6%
Aug-2025	3,082	-9.8%	737	+12.9%
Sep-2025	3,207	-10.5%	769	+12.9%
Oct-2025	3,418	-8.1%	790	+7.9%
Nov-2025	3,205	-13.4%	733	+3.1%
Dec-2025	2,665	-3.4%	601	+7.7%
Jan-2026	2,612	-5.7%	600	+1.0%
12-Month Avg	2,952	-7.8%	712	+17.9%

Historical Inventory of Homes for Sale by Month

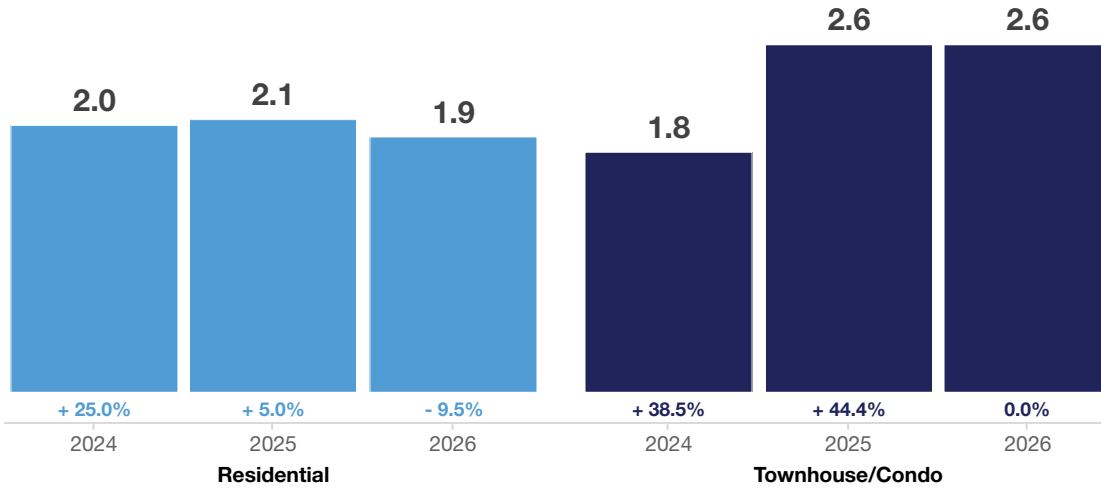


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



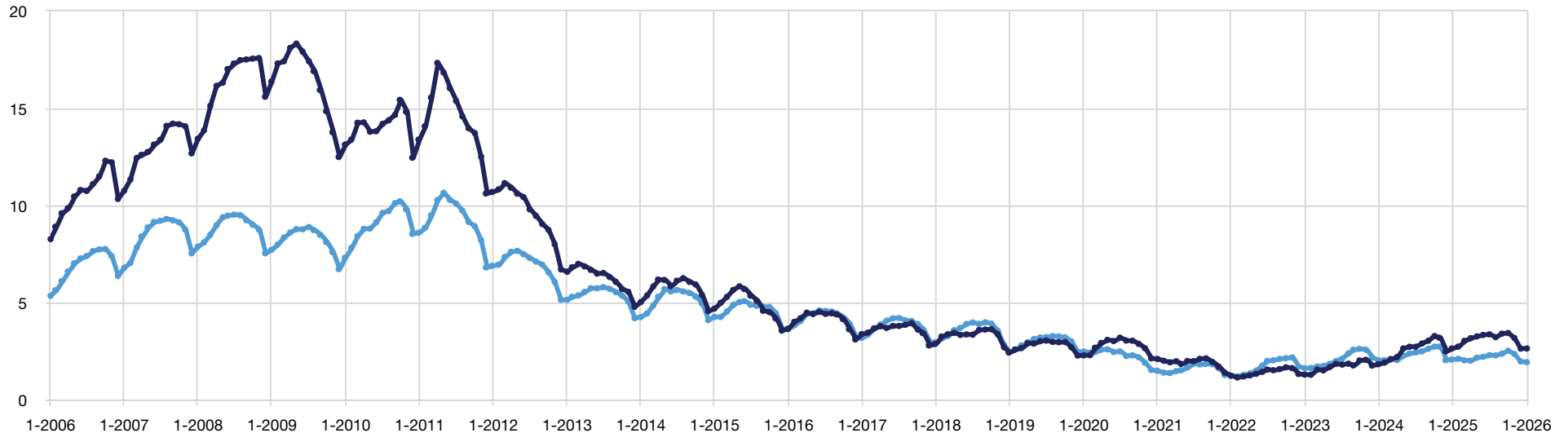
January



Months Supply	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	2.1	+ 5.0%	2.7	+ 42.1%
Mar-2025	2.0	- 4.8%	3.0	+ 42.9%
Apr-2025	2.0	0.0%	3.2	+ 45.5%
May-2025	2.2	0.0%	3.3	+ 26.9%
Jun-2025	2.2	- 8.3%	3.3	+ 22.2%
Jul-2025	2.3	- 4.2%	3.4	+ 25.9%
Aug-2025	2.3	- 8.0%	3.2	+ 10.3%
Sep-2025	2.4	- 7.7%	3.4	+ 13.3%
Oct-2025	2.5	- 7.4%	3.4	+ 3.0%
Nov-2025	2.3	- 14.8%	3.2	0.0%
Dec-2025	2.0	0.0%	2.6	+ 4.0%
Jan-2026	1.9	- 9.5%	2.6	0.0%
12-Month Avg*	2.2	- 6.0%	3.1	+ 17.6%

* Months Supply for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,556	1,478	- 5.0%	1,556	1,478	- 5.0%
Pending Sales		1,139	1,098	- 3.6%	1,139	1,098	- 3.6%
Closed Sales		1,048	996	- 5.0%	1,048	996	- 5.0%
Days on Market Until Sale		43	49	+ 14.0%	43	49	+ 14.0%
Median Sales Price		\$260,000	\$265,000	+ 1.9%	\$260,000	\$265,000	+ 1.9%
Average Sales Price		\$321,388	\$334,210	+ 4.0%	\$321,388	\$334,210	+ 4.0%
Percent of List Price Received		98.3%	97.8%	- 0.5%	98.3%	97.8%	- 0.5%
Housing Affordability Index		128	135	+ 5.5%	128	135	+ 5.5%
Inventory of Homes for Sale		3,384	3,244	- 4.1%	—	—	—
Months Supply of Inventory		2.1	2.0	- 4.8%	—	—	—